POTASH & PHOSPHATE INSTITUTE 5/10/88 A8720-1

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		MAR 1988	MAR 1987	JUL-MAR 1987/88	JUL-MAR 1986/87
AL	Alabama	5,568	8,348	47,369	42,452
AK	Alaska	0	181	251	1,156
AZ	Arizona	145	99	2,071	1,198
AR	Arkansas	9,562	6,658	39,590	38,044
CA	California	8,064	5,269	56,743	45,164
CO	Colorado	1,608	902	4,759	5,247
CT	Connecticut	250	309	2,014	2,788
DE	Delaware	1,879	1,806	13,002	17,954
FL	Florida	15,969	19,722	101,271	112,862
GA	Georgia	10,394	13,739	86,680	89,987
HI	Hawaii	24	1,282	9,749	8,102
ID	Idaho	4,147	2,484	15,328	19,102
IL	Illinois	33,741	87,611	526,377	563,808
IN	Indiana	11,133	40,459	254,898	276,622
IA	Iowa	26,236	29,088	365,517	331,649
KS	Kansas	6,623	3,381	36,281	18,855
KY	Kentucky	6,430	7,831	67,911	80,758
LA	Louisiana	17,759	26,786	124,692	77,825
ME	Maine	519	160	4,714	3,280
MD	Maryland	5,289	7,853	24,010	24,420
MA	Massachusetts	412	203	2,642	2,979
MI	Michigan	8,957	14,795	108,953	114,544
MN	Minnesota	17,089	14,976	236,313	219,525
MS	Mississippi	4,773	87	30,298	12,647
MO	Missouri	32,464	42,958	194,857	184,819
MT	Montana	995	1,269	7,257	7,065
NE	Nebraska	4,078	2,439	23,934	19,353
NV	Nevada	0	0	0	29
NH	New Hampshire	198	60	587	438
NJ	New Jersey	805	872	3,194	4,978
NM	New Mexico	1,085	1,073	7,658	5,242
NY	New York	3,086	6,868	24,093	41,824
NC	North Carolina	24,655	14,588	73,221	66,670
ND	North Dakota	727	321	14,409	14,706
OH	Ohio	9,820	44,159	349,271	379,483
OK	Oklahoma	2,742	1,862	16,457	12,058
OR	Oregon	5,167	4,712	22,664	21,957
PA	Pennsylvania	5,163	8,503	37,830	43,058
RI	Rhode Island	253	125	813	877
SC	South Carolina	13,934	13,542	52,539	54,886
SD	South Dakota	817	698	8,404	6,637
TN	Tennessee	5,773	14,600	69,132	83,367
TX	Texas	21,034	13,652	115,828	81,304
UT	Utah	113	351	5,684	2,711
VT	Vermont	67	79	1,206	1,279
VA	Virginia	21,072	14,647	65,145	62,059
WA	Washington	7,495	6,888	27,246	28,899
WV	West Virginia	362	761	1,226	2,124
WI	Wisconsin	7,738	14,144	163,901	202,051
WY	Wyoming	390	270	1,363	938
	TOTAL U.S.:	366,604	503,470	3,449,352	3,439,780
CANADA					
AB	Alberta	2,883	(18,022)	15,158	10,972
BC	Brit. Columbia	1,839	(4,224)	3,891	3,927
MB	Manitoba	837	795	17,008	11,382
NB	New Brunswick	1,932	1,054	10,361	5,945
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	947	720	3,330	2,394
ON	Ontario	16,468	39,221	165,979	176,842
PE	Pr.Edward Isle	318	631	5,500	5,501
PQ	Quebec	3,074	12,512	98,656	78,898
SK	Saskatchewan	413	1,349	14,689	9,429
	TOTAL CAN:	29,711	34,036	334,572	305,290
EXPORT SALES:		381,202	407,888	3,002,255	2,656,543
TOTAL AGRICULTURAL		776,517	945,394	6,786,179	6,401,613
Non-Ag U.S.		38,396	32,358	315,809	279,797
	Canada	2,660	1,370	19,544	12,496
	Exports	8,479	739	85,168	45,784
TOTAL NON-AGRICULTURAL		49,535	34,467	420,521	338,077
GRAND TOTAL		**826,052**	**979,861**	**7,206,700**	**6,739,690**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

MARCH 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	2,130	1,673	1,122	121	522	5,568
AK Alaska	0	0	0	0	0	0
AZ Arizona	80	0	47	0	18	145
AR Arkansas	0	0	7,584	1,929	49	9,562
CA California	3,202	2,073	2,061	214	514	8,064
CO Colorado	110	0	1,229	145	124	1,608
CT Connecticut	0	187	0	31	32	250
DE Delaware	0	606	1,208	0	65	1,879
FL Florida	5,314	4,206	1,665	600	4,184	15,969
GA Georgia	1,722	608	3,064	1,960	3,040	10,394
HI Hawaii	0	0	0	0	24	24
ID Idaho	296	1,675	1,947	229	0	4,147
IL Illinois	641	18,695	5,830	8,385	190	33,741
IN Indiana	976	6,148	1,925	1,902	182	11,133
IA Iowa	32	16,011	5,651	4,451	91	26,236
KS Kansas	224	1,105	4,409	676	209	6,623
KY Kentucky	3	5,149	793	187	298	6,430
LA Louisiana	574	11,186	5,769	187	43	17,759
ME Maine	0	0	477	0	42	519
MD Maryland	0	240	4,438	588	23	5,289
MA Massachusetts	0	125	136	93	58	412
MI Michigan	1,249	4,091	3,131	111	375	8,957
MN Minnesota	184	8,083	7,267	1,417	138	17,089
MS Mississippi	0	1,853	1,912	943	65	4,773
MO Missouri	3,198	3,697	22,822	2,511	236	32,464
MT Montana	14	112	854	15	0	995
NE Nebraska	261	635	1,410	995	777	4,078
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	198	0	0	198
NJ New Jersey	0	249	283	261	12	805
NM New Mexico	123	0	679	0	283	1,085
NY New York	63	663	1,637	487	236	3,086
NC North Carolina	3,244	2,093	15,964	2,635	719	24,655
ND North Dakota	0	123	582	22	0	727
OH Ohio	1,416	2,542	4,650	719	493	9,820
OK Oklahoma	224	192	2,139	133	54	2,742
OR Oregon	61	752	3,933	122	299	5,167
PA Pennsylvania	548	555	2,492	1,427	141	5,163
RI Rhode Island	0	0	179	0	74	253
SC South Carolina	1,037	1,644	9,913	562	778	13,934
SD South Dakota	0	346	428	31	12	817
TN Tennessee	(1,803)	812	5,923	814	27	5,773
TX Texas	1,470	6,582	9,740	1,621	1,621	21,034
UT Utah	4	23	86	0	0	113
VT Vermont	0	0	56	0	11	67
VA Virginia	368	1,224	18,249	1,128	103	21,072
WA Washington	1,780	1,697	3,360	485	173	7,495
WV West Virginia	0	362	0	0	0	362
WI Wisconsin	203	4,327	2,225	700	283	7,738
WY Wyoming	38	(21)	327	0	46	390
TOTAL U.S.:	28,986	112,323	169,794	38,837	16,664	366,604
CANADA						
AB Alberta	73	0	2,723	87	0	2,883
BC Brit. Columbia	0	0	1,752	2	85	1,839
MB Manitoba	0	156	657	24	0	837
NB New Brunswick	0	1,132	800	0	0	1,932
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	947	0	0	947
ON Ontario	13	13,737	1,998	126	594	16,468
PE Pr.Edward Isle	0	0	296	0	22	318
PQ Quebec	22	909	2,042	0	101	3,074
SK Saskatchewan	0	0	413	0	0	413
TOTAL CAN:	108	15,934	11,628	239	802	28,711
*EXPORT SALES:	273,274	12,967	69,545	11,182	14,234	381,202
TOTAL AG SALES	302,368	141,224	250,967	50,258	31,700	776,517
NON-AG U.S.	27,143	-	-	10,620	633	38,396
Canada	2,298	-	-	336	26	2,660
*Exports	446	-	-	8,033	0	8,479
TOTAL NON-AG SALES	29,887	-	-	18,989	659	49,535
GRAND TOTAL	**332,255**	**141,224**	**250,967**	**69,247**	**32,359**	**826,052**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

MARCH 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	- TOTAL
Bangladesh	13,889	0	0	0	0	13,889
Brazil	17,246	0	43,679	0	0	60,925
Chile	14,791	0	0	0	0	14,791
China	106,264	0	0	0	12,130	118,394
Columbia	1,918	0	0	0	719	2,637
Dom. Republic	0	0	5,773	0	0	5,773
Ecuador	1,268	0	0	0	0	1,268
Holland	0	0	18,311	0	0	18,311
Japan	20,065	12,967	0	11,182	0	44,214
Korea	22,149	0	0	0	0	22,149
Malaysia	21,747	0	0	0	0	21,747
Mexico	408	0	77	0	852	1,337
New Zealand	10,035	0	1,705	0	0	11,740
Philippines	7,395	0	0	0	0	7,395
South Africa	0	0	0	0	533	533
Sri Lanka	10,756	0	0	0	0	10,756
Taiwan	25,343	0	0	0	0	25,343
TOTAL AG:	273,274	12,967	69,545	11,182	14,234	381,202
NON-AGRICULTURAL						
Japan	63	-	-	0	0	63
Korea	0	-	-	7,978	0	7,978
Mexico	333	-	-	55	0	388
United Kingdom	50	-	-	0	0	50
TOTAL NON-AG:	446	-	-	8,033	0	8,479
TOTAL EXPORTS:	**273,720**	**12,967**	**69,545**	**19,215**	**14,234**	**389,681**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MARCH 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	850	1,548	690	106	3,194
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	1,314	1,821	3,135
CA California	0	0	433	214	647
CO Colorado	0	0	0	0	0
CT Connecticut	0	187	0	31	218
DE Delaware	0	606	1,208	0	1,814
FL Florida	5,190	4,206	1,499	600	11,495
GA Georgia	917	608	2,977	1,869	6,371
HI Hawaii	0	0	0	0	0
ID Idaho	0	240	1,026	229	1,495
IL Illinois	641	18,695	5,589	8,322	33,247
IN Indiana	544	6,148	1,823	1,902	10,417
IA Iowa	0	14,294	4,882	4,436	23,612
KS Kansas	0	224	126	140	490
KY Kentucky	0	5,149	793	187	6,129
LA Louisiana	0	9,970	4,311	0	14,281
ME Maine	0	0	477	0	477
MD Maryland	0	240	4,438	588	5,266
MA Massachusetts	0	125	136	62	323
MI Michigan	1,249	4,091	3,116	111	8,567
MN Minnesota	152	7,871	7,158	1,384	16,565
MS Mississippi	0	1,778	1,699	943	4,420
MO Missouri	0	1,840	4,631	1,836	8,307
MT Montana	0	112	839	15	966
NE Nebraska	0	538	320	954	1,812
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	198	0	198
NJ New Jersey	0	249	283	261	793
NM New Mexico	0	0	0	0	0
NY New York	63	663	1,637	487	2,850
NC North Carolina	2,400	2,093	15,852	2,635	22,980
ND North Dakota	0	123	582	22	727
OH Ohio	937	2,542	4,650	719	8,848
OK Oklahoma	0	0	123	99	222
OR Oregon	0	371	2,632	122	3,125
PA Pennsylvania	486	555	2,325	1,427	4,793
RI Rhode Island	0	0	179	0	179
SC South Carolina	1,037	1,644	9,913	562	13,156
SD South Dakota	0	346	428	31	805
TN Tennessee	(1,923)	812	5,923	801	5,613
TX Texas	0	0	16	81	97
UT Utah	0	0	0	0	0
VT Vermont	0	0	56	0	56
VA Virginia	368	1,224	18,249	1,128	20,969
WA Washington	1,780	1,648	3,345	485	7,258
WV West Virginia	0	362	0	0	362
WI Wisconsin	203	4,327	2,225	700	7,455
WY Wyoming	0	(21)	160	0	139
TOTAL U.S.:	14,894	95,408	118,261	35,310	263,873
CANADA					
AB Alberta	73	0	2,723	87	2,883
BC Brit. Columbia	0	0	1,752	2	1,754
MB Manitoba	0	156	657	24	837
NB New Brunswick	0	1,132	800	0	1,932
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	947	0	947
ON Ontario	13	13,737	1,998	126	15,874
PE Pr.Edward Isle	0	0	296	0	296
PQ Quebec	22	909	2,042	0	2,973
SK Saskatchewan	0	0	413	0	413
TOTAL CAN:	108	15,934	11,628	239	27,909
*EXPORT SALES:	260,184	12,967	43,828	11,182	328,161
TOTAL AG SALES	275,186	124,309	173,717	46,731	619,943
NON-AG U.S.	13,507	-	-	9,444	22,951
Canada	2,298	-	-	336	2,634
*Exports	113	-	-	7,978	8,091
TOTAL NON-AG SALES	15,918	-	-	17,758	33,676
GRAND TOTAL	**291,104**	**124,309**	**173,717**	**64,489**	**653,619**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MARCH 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Bangladesh	13,889	0	0	0	13,889
Brazil	7,761	0	23,812	0	31,573
Chile	14,791	0	0	0	14,791
China	106,264	0	0	0	106,264
Holland	0	0	18,311	0	18,311
Japan	20,065	12,967	0	11,182	44,214
Korea	22,149	0	0	0	22,149
Malaysia	21,747	0	0	0	21,747
New Zealand	10,024	0	1,705	0	11,729
Philippines	7,395	0	0	0	7,395
Sri Lanka	10,756	0	0	0	10,756
Taiwan	25,343	0	0	0	25,343
TOTAL AG:	260,184	12,967	43,828	11,182	328,161
NON-AGRICULTURAL					
Japan	63	-	-	0	63
Korea	0	-	-	7,978	7,978
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	113	-	-	7,978	8,091
TOTAL EXPORTS:	**260,297**	**12,967**	**43,828**	**19,160**	**336,252**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

MARCH 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,280	125	432	15	522	2,374
AK Alaska	0	0	0	0	0	0
AZ Arizona	80	0	47	0	18	145
AR Arkansas	0	0	6,270	108	49	6,427
CA California	3,202	2,073	1,628	0	514	7,417
CO Colorado	110	0	1,229	145	124	1,608
CT Connecticut	0	0	0	0	32	32
DE Delaware	0	0	0	0	65	65
FL Florida	124	0	166	0	4,184	4,474
GA Georgia	805	0	87	91	3,040	4,023
HI Hawaii	0	0	0	0	24	24
ID Idaho	296	1,435	921	0	0	2,652
IL Illinois	0	0	241	63	190	494
IN Indiana	432	0	102	0	182	716
IA Iowa	32	1,717	769	15	91	2,624
KS Kansas	224	881	4,283	536	209	6,133
KY Kentucky	3	0	0	0	298	301
LA Louisiana	574	1,216	1,458	187	43	3,478
ME Maine	0	0	0	0	42	42
MD Maryland	0	0	0	0	23	23
MA Massachusetts	0	0	0	31	58	89
MI Michigan	0	0	15	0	375	390
MN Minnesota	32	212	109	33	138	524
MS Mississippi	0	75	213	0	65	353
MO Missouri	3,198	1,857	18,191	675	236	24,157
MT Montana	14	0	15	0	0	29
NE Nebraska	261	97	1,090	41	777	2,266
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	12	12
NM New Mexico	123	0	679	0	283	1,085
NY New York	0	0	0	0	236	236
NC North Carolina	844	0	112	0	719	1,675
ND North Dakota	0	0	0	0	0	0
OH Ohio	479	0	0	0	493	972
OK Oklahoma	224	192	2,016	34	54	2,520
OR Oregon	61	381	1,301	0	299	2,042
PA Pennsylvania	62	0	167	0	141	370
RI Rhode Island	0	0	0	0	74	74
SC South Carolina	0	0	0	0	778	778
SD South Dakota	0	0	0	0	12	12
TN Tennessee	120	0	0	13	27	160
TX Texas	1,470	6,582	9,724	1,540	1,621	20,937
UT Utah	4	23	86	0	0	113
VT Vermont	0	0	0	0	11	11
VA Virginia	0	0	0	0	103	103
WA Washington	0	49	15	0	173	237
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	283	283
WY Wyoming	38	0	167	0	46	251
TOTAL U.S.:	14,092	16,915	51,533	3,527	16,664	102,731
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	85	85
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	594	594
PE Pr.Edward Isle	0	0	0	0	22	22
PQ Quebec	0	0	0	0	101	101
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	802	802
*EXPORT SALES:	13,090	0	25,717	0	14,234	53,041
TOTAL AG SALES	27,182	16,915	77,250	3,527	31,700	156,574
NON-AG U.S.	13,636	-	-	1,176	633	15,445
Canada	0	-	-	0	26	26
*Exports	333	-	-	55	0	388
TOTAL NON-AG SALES	13,969	-	-	1,231	659	15,859
GRAND TOTAL	**41,151**	**16,915**	**77,250**	**4,758**	**32,359**	**172,433**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

MARCH 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	9,485	0	19,867	0	0	29,352
China	0	0	0	0	12,130	12,130
Columbia	1,918	0	0	0	719	2,637
Dom. Republic	0	0	5,773	0	0	5,773
Ecuador	1,268	0	0	0	0	1,268
Mexico	408	0	77	0	852	1,337
New Zealand	11	0	0	0	0	11
South Africa	0	0	0	0	533	533
TOTAL AG:	13,090	0	25,717	0	14,234	53,041
NON-AGRICULTURAL						
Mexico	333	-	-	55	0	388
TOTAL NON-AG:	333	-	-	55	0	388
TOTAL EXPORTS:	**13,423**	**0**	**25,717**	**55**	**14,234**	**53,429**